



Insurance Solutions Specialist

Job Description

Take the first step toward creating a future that combines a diverse, challenging work environment with financial security and career satisfaction!

WHO IS HUB?

At HUB International, we are a team of entrepreneurs. We believe in empowering our clients and we do so by protecting businesses and individuals in our local communities.

HUB International was born in 1998 with the merger of 11 privately held insurance brokerages and has since grown to one of the largest brokers in the world. We are a network of more than 400 integrated brokerages across North America - all carrying the HUB banner.

Our structure gives us the technology and expertise of a large firm, but still maintains the local flavor of each of our offices, enabling our teams to preserve their own unique regional culture.

HUB GIVES!

Service is one of our founding values – not an abstract concept but a commitment. And we believe that no one deserves that commitment more than our clients and the communities in which we all live and work. Each regional hub has adopted projects in their regions which allow them to give, volunteer, engage, and serve their communities.

ABOUT THE OPPORTUNITY:

The Insurance Solutions Specialist position is a sales position within the Insurance Solutions Group (ISG) Segment, and is responsible for prospecting new small commercial lines ISG clients, and for account rounding, cross selling, and upselling to existing ISG clients. The sales activity includes making new and renewal business presentations, presenting quotes, and laying the groundwork for long term business insurance relationships. The Insurance Solutions Specialist is accountable for meeting sales standards of volume with timeliness and quality while delivering ISG clients the value of HUB automated service model.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Develop and achieve maximum sales volume consistent with Hub Goals
- Identify, qualify, develop and round out new prospects and existing clients
- Respond effectively to company generated leads with rounding out all lines of coverage
- Designs insurance plans and recommends coverage to clients
- Collaborate with HUB Producers to cross-sell lines of business – commercial, personal, life and small group employee benefits

- Prepare and present proposals to prospects and clients & close the sale
- Establish and implement automated service with clients and service staff with service handoff mentality
- Maintain production reports and attend sales meetings as required
- Actively promote agency goals and objectives in the industry and community
- Assist service staff to collect client information in preparation of schedules of insurance, summaries, and renewal proposals
- Develop a book of business that is profitable for both Hub and carriers
- Keep informed of industry and market developments
- Assist in collecting money, arranging satisfactory financing or canceling coverage
- Assist in client facing renewal activity on as needed basis in the ISG agency book of business

WHAT YOU BRING TO THE TABLE:

- Previous insurance industry or related experience and proven success in a sales role
- Knowledge of small commercial lines insurance
- Ability to identify potential clients and initiate contact
- Strong presentation skills, decision-making skills, and excellent judgment
- Self-motivated
- Excellent marketing skills & strong communication skills
- Proficient Microsoft office
- Experience with an Agency Management System

WHAT DOES HUB OFFER YOU?

At HUB International we want you to achieve an even work-life balance, and our benefits package allows you to manage your health, wellness, and financial future. As a Sales Executive, you will build a book of business and therefore build residual income year over year. HUB International will foster your learning, support your endeavors, and encourage your growth. We provide opportunities for career-driven individuals to move upward in our organization. Our successes breed your opportunity!

Other benefits you will enjoy include:

- Rewards for top Sales Executive
- Medical, Dental, and Vision
- Comprehensive Wellness Program
- 401(k) Retirement Plan
- Life and Disability Plans
- Flexible Spending Accounts for healthcare and dependent care

Are you a veteran? Disabled? We welcome ALL candidates and are proud of our wonderfully diverse employee population.

Apply online today!

#LI-JR2

Department Sales

- Required Experience: 2-5 years of relevant experience
- Required Travel: No Travel Required
- Required Education: High school or equivalent

HUB International Limited is an equal opportunity and affirmative action employer that does not discriminate on the basis of race/ethnicity, national origin, religion, age, color, sex, sexual orientation, gender identity, disability or veteran's status, or any other characteristic protected by local, state or federal laws, rules or regulations. The EEO is the Law poster and its supplement is available here at <http://www.dol.gov/ofccp/regs/compliance/posters/ofccpost.htm>.

EEOAA Policy

E-Verify Program

We endeavor to make this website accessible to any and all users. If you would like to contact us regarding the accessibility of our website or need assistance completing the application process, please contact the US Recruiting Team toll-free at (844) 300-9193 or USRecruiting@hubinternational.com. This contact information is for accommodation requests only; do not use this contact information to inquire about the status of applications.

Hi, we're HUB.

In a rapidly changing world, we advise businesses and individuals on how to prepare for the unexpected.

When you partner with us, you're at the center of a vast network of experts who will help you reach your goals through risk services, claims management, and compliance support.

And this gives you the peace of mind that what matters most to you will be protected — through unrelenting advocacy and tailored insurance solutions that put you in control.

About HUB International

Headquartered in Chicago, Illinois, HUB International Limited (HUB) is a leading full-service global insurance broker providing property and casualty, life and health, employee benefits, investment and risk management products and services. From offices located throughout North America, HUB's vast network of specialists provides peace of mind on what matters most by protecting clients through unrelenting advocacy and tailored insurance solutions. For more information, please visit hubinternational.com.